

Nick Scharf

ORIGINAL TARGETS
5/12

Project Growth
5/22/95

			Q1	Q2	Q3	Q4	Total
Projects Completed							
Medium			20	50	100	130	300
Small			100	125	150	225	600
Add-on			20	20	40	40	120
Installed base- medium			20	70	170	300	
Installed base- small			100	225	375	600	
	medium in ops	35% installed base	7	24.5	59.5	105	
	number vars	20% small projects	20	25	30	45	
Revenue:							
Medium			2,344,697	5,861,742	11,723,485	15,240,530	35,170,455
Small			1,055,871	1,319,839	1,583,807	2,375,710	6,335,227
Add-on			379,167	379,167	758,333	758,333	2,275,000
Maintenance & Operations	<u>Pct in ops</u>	rev/mon	379,167	379,167	758,333	758,333	2,275,000
	60%	\$ 6,000	216,000	756,000	1,836,000	3,240,000	6,048,000
Total revenue			3,995,735	8,316,748	15,901,625	21,614,574	49,828,682

5/22/95		Q1	Q2	Q3	Q4
Staffing at Start of Quarter					
Project Teams:					
Production Manager		8.1	14.5	25.2	33.5
Analyst		16.4	27.6	46.8	62.1
Human Interface Designer		6.7	16.7	33.3	43.3
Engineer		16.8	39.1	78.2	100.5
Total		48.0	97.8	183.6	239.5
Operations :					
Director		1	1	1	1
System Administrators		4	5	7	7
Administrative support	10% sys ad	0	1	1	1
Maintenance and tools support					
Director		1	1	1	1
Engineers	10% installed base	1	2	6	11
Administrative support	20% engineers	0.1	0.5	1.2	2.1
Production Services Management					
Vice President		1	1	1	1
Directors	20% proj mgrs	2	3	5	7
Administrative support	30% p/s mgmt	0	1	2	2
Sales and marketing					
VP		1	1	1	1
Customer representatives	10% med projects	5	5	10	13
Technical support reps	50% dir. + var reps	5	5	8	11
Var channel representatives	20% vars	5	5	6	9
Product marketing		2	2	2	2
Administrative support	10% sales heads	2	2	3	4
Total staff excluding G&A		78.1	132.9	237.7	311.1
G&A					
COO		1	1	1	1
Controller		1	1	1	1
Accounting Staff	5% total staff	4	7	12	16
Recruiter		1	1	1	1
Administrative support		2	2	2	2
Total staff		87.1	144.5	254.6	331.6

↑ Incl. training time.

Current Staff vs Target									Q1
5/22/95					In- Place	Acting	Consultants	Total	Target
Project Teams:									
Production Manager		Meikle, Pat, Kevin, Ottavia			3		1	4	8
Analyst									16
Human Interface Designer		Marty, Sarah			2			2	7
Engineer		Dan, Georgios, Chris, Claude, John, Marion, Daniel, Norm			5	3		8	17
Operations :									
Director		Don			1			1	1
System Administrators		Frank, Kevin			2			2	4
Administrative support									0
Maintenance and tools support									
Director									1
Engineers									1
Administrative support									0
Production Services Management									
Vice President		Nick				1		1	1
Directors									2
Administrative support									0
Sales and marketing									
VP		Bruce			1			1	1
Customer representatives		Cyndy			1			1	5
Technical support reps									5
Var channel representatives		John			1			1	5
Product marketing		Dia, Rob			2			2	2
Administrative support		Darryl			1			1	2
G&A									
COO									1
Controller		Mary			1			1	1
Recruiter		Patty					1	1	4
Accounting Staff		Dean			1			1	4
Administrative support		Victoria, Molly, Cynthia			3			3	2
Engineering									
VP		Edy			1			1	
Engineers		Will, Dillip, Tom, Brian, Harry			5			5	
Telesales		Darlene, Patti			2			2	
Other		Brewster, David, Deanna			3			3	
					35	4	2	41	90

P&L Forecast-- Production Services Only

5/22/95

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Maintenance & Operations		216,000	756,000	1,836,000	3,240,000	6,048,000	
Total revenue		3,995,735	8,316,748	15,901,625	21,614,574	49,828,682	
Salaries		3,217,670	4,410,977	7,101,226	9,182,524	23,912,396	48%
Fringe benefits	18.0%	579,181	793,976	1,278,221	1,652,854	4,304,231	9%
Commissions	4.0%	159,829	332,670	636,065	864,583	1,993,147	4%
Recruiting	5,000	300,254	587,497	1,137,752	1,523,238	3,548,740	7%
Facility		84,222	139,803	246,277	320,869	791,171	2%
Other	25%	804,418	1,102,744	1,775,306	2,295,631	5,978,099	12%
		5,145,573	7,367,667	12,174,847	15,839,699	40,527,785	81%
Pretax profit (loss)		(1,149,839)	949,082	3,726,778	5,774,875	9,300,897	19%
Square feet		56,148	93,202	164,185	213,913		
Facility assumptions:							
Ft/person	\$/mo/ft - full srv						
215	\$ 1.50						